

Message Text

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43

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 DRC-01 RSC-01 /024 W

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R 111331Z JAN 74

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 2151

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STATE PASS USDOC

E.O. 11652: N/A

TAGS: BEXP, BMEP, ENRG, GR

SUBJECT: MAJOR FOREIGN PROJECTS: POURNARI HYDRO PROJECT

REF: STATE A-11359, 11/17/73; ATHENS 6500, 9/17/73

1. GENERAL ELECTRIC HAS CABLED ITS GREEK AGENT THAT IT WILL NOT BID ON FEBRUARY 11 FOR OVER \$5 MILLION ELECTRICAL EQUIPMENT IN CONNECTION PUBLIC POWER CORPORATION (PPC) POURNARI PROJECT ON GROUNDS THAT PROJECT REQUIRES SUPPLIER FINANCING, LARGE GREEK PROJECT CONTENT, COMPLETE ERECTION AND SOME DESIGN ENGINEERING AND THAT PREPARATION OF BID WOULD REPRESENT DRAWDOWN ON G.G. LIMITED MANPOWER. (N.B. AGENT RIGINOS HAS ASKED THAT HE NOT BE IDENTIFIED TO GE AS SOURCE OF INFO).

2. RIGINOS REPORTS THAT PPC HAS PREFERENCE FOR G.E. EQUIPMENT WHICH HAS PERFORMED VERY SATISFACTORILY AT KREMASTA HYDROPROJECT. PPC HAS FURTHER TOLD RIGINOS THAT EQUIPMENT SPECIFICATIONS FAVOR U.S. EQUIPMENT.

3. EMBASSY HAS CONFIRMED PPC INTEREST IN G.E. PARTICIPATION AND ITS SATISFACTION WITH G.E. EQUIPMENT. PPC TOLD EMBASSY THAT EXTENSION BID DEADLINE BEING CONSIDERED. EMBASSY DISAPPOINTED OVER G.E. DECISION TO ABSTAIN FROM BIDDING PARTICULARLY IN VIEW EMBASSY EFFORTS TO PERSUADE GOG AND PPC GIVE OPPORTUNITIES TO US FIRMS TO BID ON COMPETITIVE BASIS.

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4. ACTION REQUESTED: EMBASSY RECOMMENDS COMMERCE APPROACH G.E.

TO EMPHASIZE PPC SATISFACTION WITH EARLIER G.E. PERFORMANCE AND
INTEREST IN POSSIBLE G.E. PARTICIPATION POURSARI IN CASE THIS
INFORMATION WOULD HAVE ANY EFFECT ON DECISION TO FOREGO
COMPETING FOR BID. EMBASSY ALSO SURPRISED AT G.E. OBJECTION
TO "SUPPLIER FINANCING."
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRIC EQUIPMENT, ELECTRIC POWER PLANTS, PROGRAMS (PROJECTS), PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 11 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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Original Handling Restrictions: n/a
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Review Markings:

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30 JUN 2005

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